

Message Text

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ACTION COME-00

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FM AMCONSUL HONG KONG

TO SECSTATE WASHDC 8742

UNCLAS HONG KONG 0557

E.O. 11652: N/A

TAGS: BEXP, HK

SUBJECT: TRADE OPPORTUNITIES PROGRAM; EVALUATION

REF: STATE A-6912

AS REQUESTED IN REFERENCED AIRGRAM, THERE FOLLOWS A REPORT
ON ALL TRADE OPPORTUNITIES SUBMITTED BY THE POST DURING
FEBRUARY, 1975.

TYPES OF T. O.

(A) (B) (C) (D)

POST: HONG KONG I DIR. DIR. REPR. FOREIGN

SALE SALE & T.O.S GOVT.

T.O. REPR. TENDERS

T.O.S

1. TOTAL NO. OF T.O.S SUBMITTED

DURING FEB. 1975 12 1 1 1

2. NO. OF T.O.S (IN 1I ABOVE)

FOR WHICH POST ABLE TO

OBTAIN FOLLOW-UP INFORMATION 7 1 1 0

3. OF THE T.O.S IN 2. ABOVE, HOW

MANY RECEIVED:

(A) NO RESPONSES FROM US SUPPLIERS 1 0 1 0

(B) 1-3 RESPONSES FROM US SUPPLIERS 4 0 0 0

(C) 4-6 RESPONSES FROM US SUPPLIERS 0 1 0 0

(D) 7-9 RESPONSES FROM US SUPPLIERS 0 0 0 0

(E) 10 OR MORE RESPONSES FROM U.S.

SUPPLIERS 2 0 0 0

(F) NO. OF RESPONSES NOT KNOWN 0 0 0 0

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4. HOW MANY T.O.S (IN 2. ABOVE) HAVE

RESULTED IN BUSINESS BEING TRANSACTED--

I.E., ORDERS PLACED, REPRESENTATION
AGREEMENTS SIGNED, OR CONTRACTS

AWARDED 1 0 0 0

5. HOW MANY T.O.S, (IN 2. ABOVE)

THOUGH NOT(YET) RESULTING IN

BUSINESS, MIGHT STILL RESULT IN

BUSINESS IN FUTURE -- I.E., ARE

IN NEGOTIATION OR STILL BEING

CONSIDERED BY OVERSEAS INQUIRERS 5 1 0 0

6. HOW MANY T.O.'S IN 2 ABOVE

HAVE NOT RESULTED IN BUSINESS AND

BUSINESS RESULTING IN FUTURE DOES

NOT SEEM POSSIBLE. 1 0 1 0

6B. OF THE T.O.S IN 6A, ABOVE

(1) HOW MANY FAILED DUE TO

INADEQUATE NUMBER OF U.S.

SUPPLIER RESPONSES 1 0 1 0

7. ESTIMATED VALUE OF ORDERS PLACED AS OF TIME OF

POST FOLLOW-UP ----- US\$60,000

ESTIMATED VALUE OF ADDITIONAL ORDERS ANTICIPATED BY

(PLUS) 6/30/76 ----- US\$100,000

TOTAL VALUE AS OF 6/30/76 --- \$160,000

POST SUBMITTED 15 TO'S DURING FEBRUARY. IT IS OUR FEELING

THAT THE PROGRAM IS WORTHWHILE IN BRINGING TOGETHER

FOREIGN BUYERS AND U.S. PRODUCERS. THIS IS EVIDENCED BY THE

FACT THAT NINE RESPONDENTS, LISTED A TOTAL OF 34 CONTACTS

FROM COMPANIES IN THE U.S. WHILE ONLY ONE HAS RESULTED IN

BUSINESS SO FAR, FIVE FIRMS INDICATE THEY MAY DO BUSINESS

IN THE NEAR FUTURE.

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